

Message Text

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PAGE 01 NIAMEY 05692 300845Z
ACTION XMB-04

INFO OCT-01 AF-08 ISO-00 AID-05 CIAE-00 EB-07 FRB-01
INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02 CIEP-02
OMB-01 /059 W
-----300855Z 029193 /17

R 300800Z DEC 76
FM AMEMBASSY NIAMEY
TO SECSTATE WASHDC 5659
INFO AMEMBASSY ABIDJAN
USDOC WASHDC

UNCLAS NIAMEY 5692

E.O. 11652: N/A
TAGS: BPRO, NG
SUBJ: REQUEST FOR EXIMBANK SUPPLIER CREDIT ASSISTANCE TO COVER
SALE OF CAPITAL EQUIPMENT TO SOCIETE NIGERIEENNE DES CHARBONS
(SONICHAR)

REF: STATE 306869(NOTAL)

1. NATIONAL POWER COMPANY (NIGELEC) DIRECTOR HAS PROVIDED
US WITH MOST LIKELY SUPPLIERS FOR FOLLOWING COMPONENTS OF
SONICHAR PROJECT

POWER PLANT: CEM-BABCOCK; G.E.-HERLICK; ALSTHOM-
FRANCE

MINING EQUIPMENT: STENUK FRANCE-STENUK; BLACKWOOD
HODGE-INGERSOLL RAND; SEAN-ATLAS COPCO.

VEHICLES: DELMAS EXPORT-CATERPILLAR; BLACKWOOD HODGE-
TEREX; SCA-EUCLID.

HIGH TENSION LINES: SOME NINETEEN FOREIGN COMPANIES
HAVE ANSWERED CALL FOR TENDER (NIAMEY 4390), BUT NO
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PAGE 02 NIAMEY 05692 300845Z

AMERICAN FIRMS: B.J. CHICOU BID MOST FAVORED AT
THIS POINT.

CIVIL ENGINEERING AND SUPPORTING ACCOMMODATIONS:

ESTIMATED AT 8 MILLION DOLS, TENDERS HAVE NOT BEEN

CALLED.

2. IT IS UNLIKELY ADDITIONAL COMPONENTS WILL BE PURCHASED IN U.S.

3. NIGELEC DIRECTOR CLAIMS THAT FINANCING NOW SURE FROM NUMBER OF SOURCES, AMONG THEM: AFRICAN DEVELOPMENT BANK(ADB), CAISSE CENTRALE DE COOPERATION ECONOMIQUE (CCCE), AND BANQUE CENTRALE (BCEAO). BCEAO TO ASSIST PRINCIPALLY IN REDISCOUNTING BILLS OF SONICHAR BANK--BANQUE DE DEVELOPPEMENT DE LA REPUBLIQUE DU NIGER (BDRN). ALSO MENTIONED BUT LESS FIRM IS ARAB BANK FOR ECONOMIC DEVELOPMENT IN AFRICA (ABEDA). WHILE STILL NOT FORMALIZED, LIKELY REPAYMENT PERIODS RANGE FROM TEN TO THIRTY YEARS.

4. DESIGN AND CONTROL OF WORK ON SONICHAR PROJECT ENTRUSTED TO ELECTRICITE DE FRANCE (EDF) WITH COOPERATION OF NIGELEC. PRIME CONTRACTING TO BE CARRIED OUT BY SUPPLIERS/CONTRACTORS LISTED QUESTION 1 ABOVE. REPUTATIONS GOOD.

5. ONCE COMPLETED, MINE/POWER STATION WILL BE OPERATED BY NIGELEC WITH CONSIDERABLE FRENCH TECHNICAL ASSISTANCE. SONICHAR MANAGER NOT YET NAMED AND NIGELEC DIRECTOR KANE CONTINUES TO HANDLE TECHNICAL DECISIONS AS SONICHAR INTERIM DIRECTOR. FINANCES NOW COORDINATED THROUGH BDRN DIRECTOR AMADOU NOUHOU.SYNODIS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 30 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976NIAMEY05692
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760475-1214
From: NIAMEY
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976124/aaaaacsk.tel
Line Count: 87
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION XMB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 STATE 306869
Review Action: RELEASED, APPROVED
Review Authority: vogelfj
Review Comment: n/a
Review Content Flags:
Review Date: 04 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 JUN 2004 by chengls>; APPROVED <28 DEC 2004 by vogelfj>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: REQUEST FOR EXIMBANK SUPPLIER CREDIT ASSISTANCE TO COVER SALE OF CAPITAL EQUIPMENT TO SOCIETE NIGERIENNE DES CHARBONS (SONICHAR)
TAGS: BPRO, NG
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Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006